



# Building the Long Road to De-Carbonization

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*President, NationaLease*

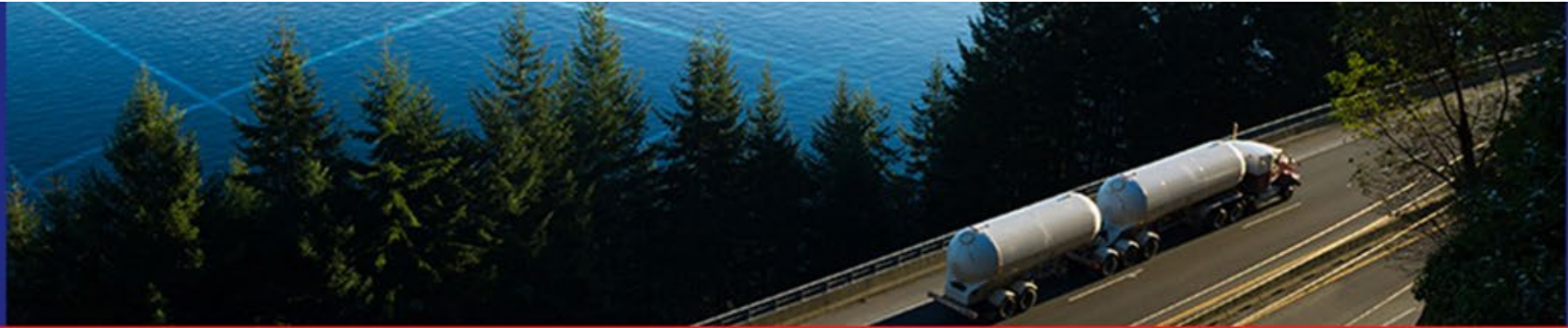






# Introducing NationaLease

*North America's largest full-service truck leasing organization*



- Founded in 1944
- 1,000+ facilities in U.S. and Canada
- 85,000 trucks & tractors
- 120+ flexible, member-owned businesses
- National Connections, Local Ownership
- Typical customer: Private Fleet

full-service leasing | integrated logistics | contract maintenance | vehicle rental | emergency road service  
supply management | remarketing | fleet planning logistics consulting | material handling | meetings & education



# 2020: NationalLease develops strategic committee on “Alternative Power”



What is our opportunity?



# Who did we talk to first?



## DAIMLER



## XOS



## LION ELECTRIC



## EAT•N





# Utilities



*Pacific Gas and  
Electric Company*<sup>®</sup>

**ComEd**<sup>®</sup>

An Exelon Company



SOUTHERN CALIFORNIA  
**EDISON**<sup>®</sup>

Energy for What's Ahead<sup>®</sup>

 **conEdison**



**DUKE  
ENERGY**<sup>®</sup>



**FPL**





**ACT**   
**Research**

**CHARGING**

**FORWARD**

2020-2040 BEV & FCEV  
FORECAST & ANALYSIS

COMMERCIAL ELECTRIC &  
FUEL CELL VEHICLE  
MULTI-CLIENT STUDY



Our customers wanted to know about ZEV vs. ICE



They want to be green. They want to be cost-effective.





TOTAL NET INVESTMENT	\$0.00
RESIDUAL AMOUNT	\$0.00
DEPRECIATED AMOUNT	\$0.00



***Why isn't anyone  
ordering these?***







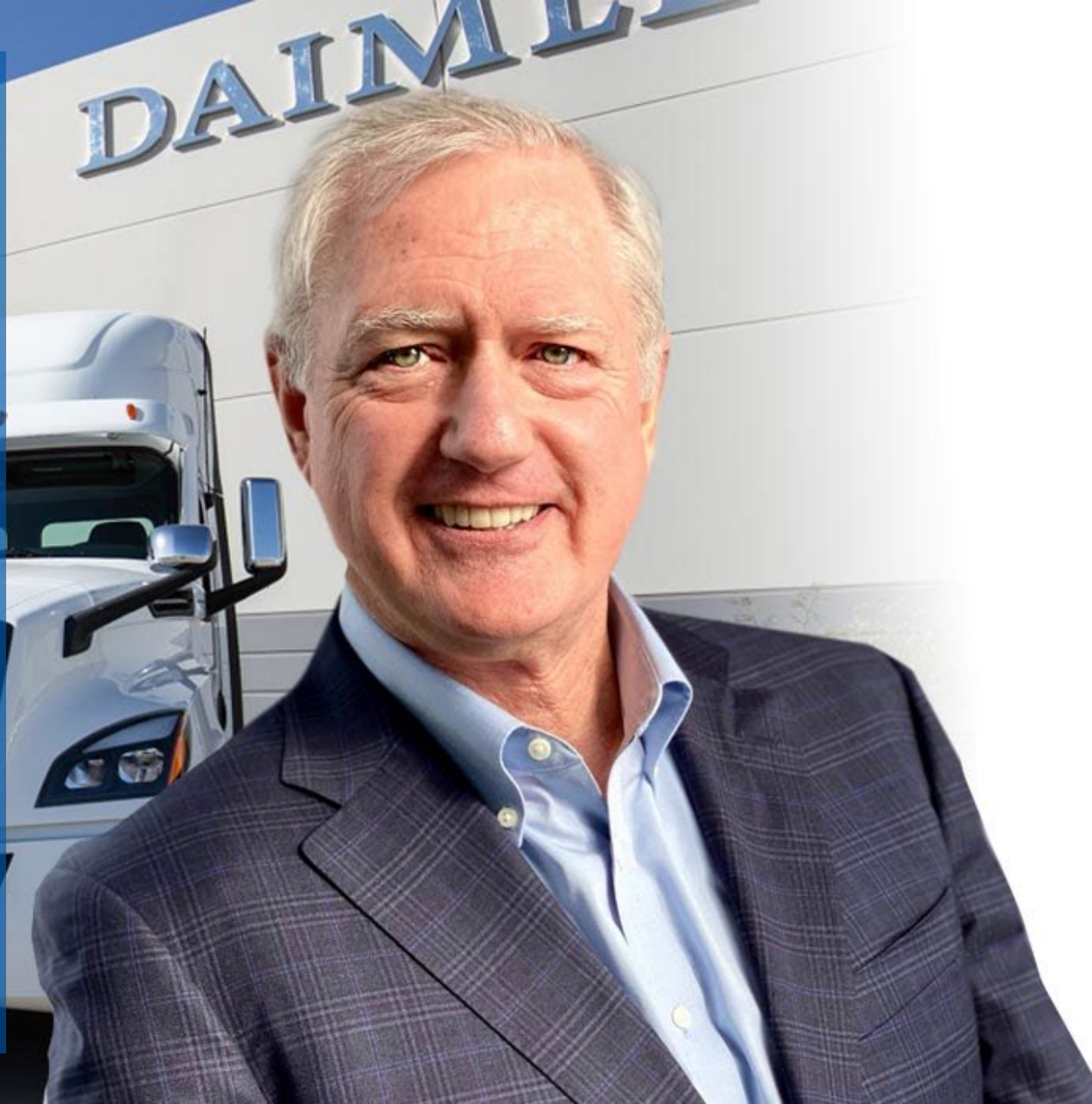
~~If you build it, they will  
come... right?~~

**They will come.  
THEN we will build it.**



***“Electrification interest is there, but is currently constrained by infrastructure challenges.***

***These continue to be the challenges most limiting to deployment of more units.”***







*What about substations in these areas when all convert?*





In addition:

Our shops will need to be refurbished...that will take time.

Our techs will need to be retrained...that will take time.

Major capital investment...  
that will take a huge commitment.



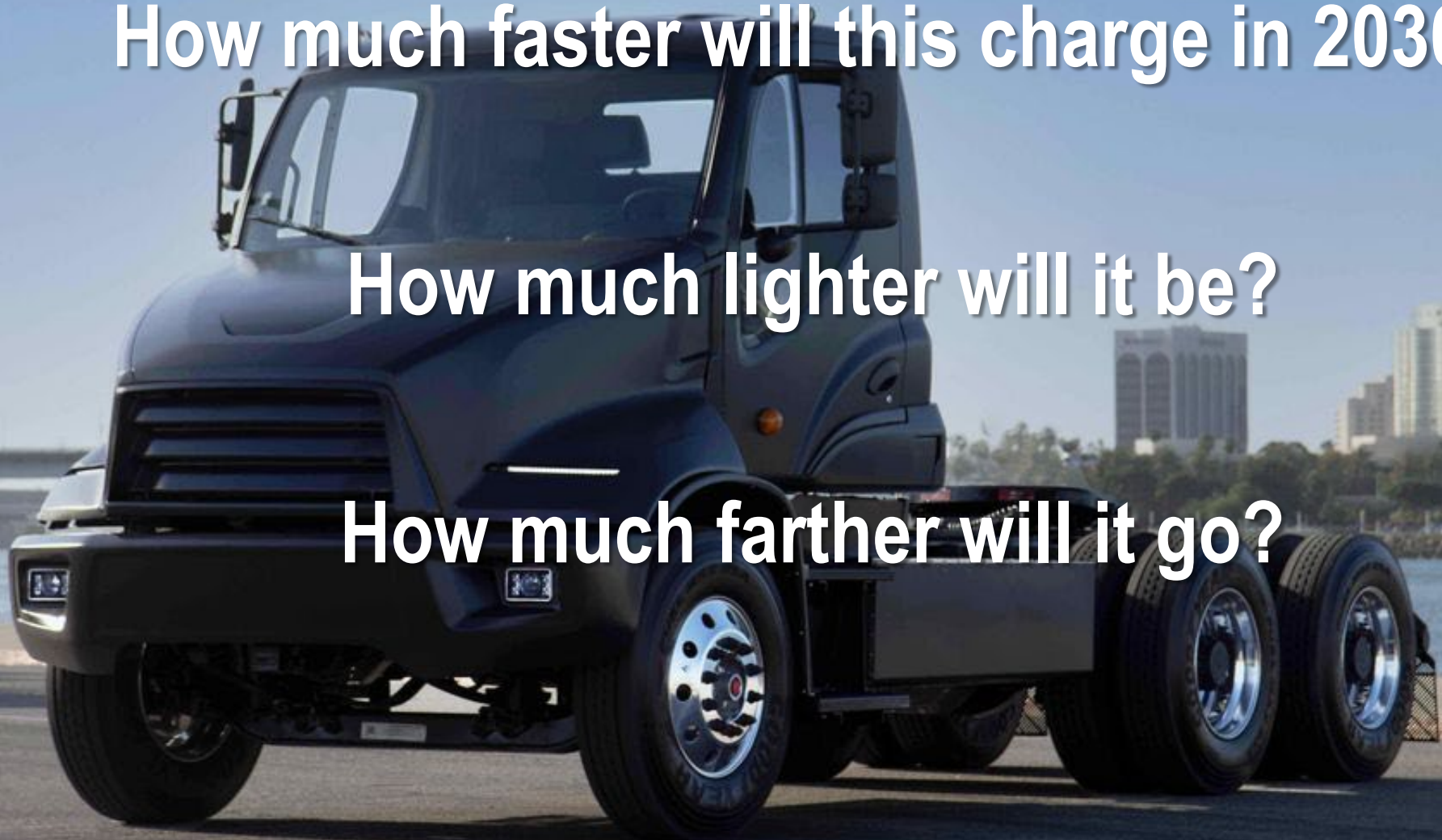


**We are also asking ourselves...**

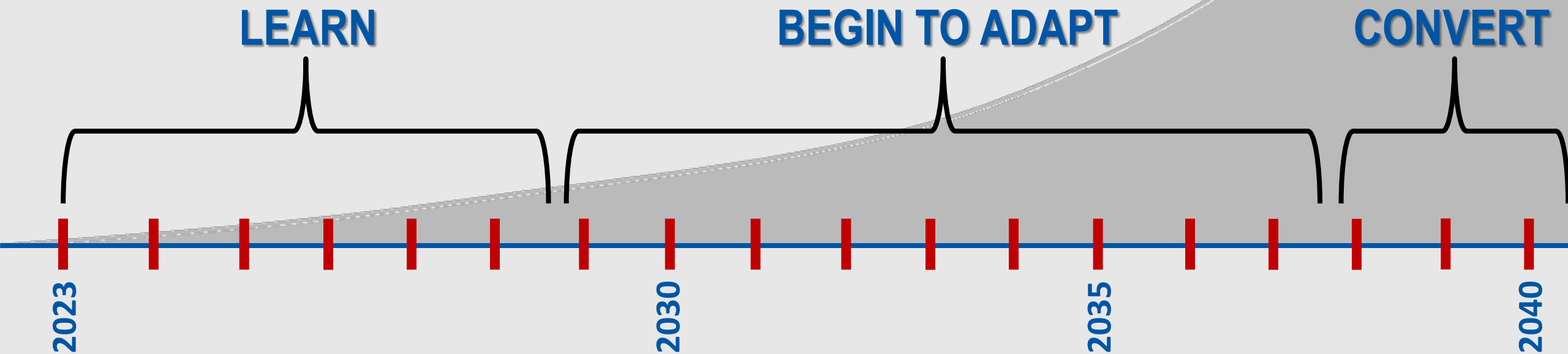
**How much faster will this charge in 2030?**

**How much lighter will it be?**

**How much farther will it go?**



We need to be educating & testing where it makes sense today.



# We have lots of work to do / **Our opportunity**

- 1) Figure out real residual & cost
- 2) Build network / infrastructure
- 3) Change shop & train techs
- 4) Build trust





**Change the world.**



# Questions?

*National Connections,  
Local Ownership*